

Date : August 11, 2017  
Subject u: Management Discussion and Analysis for the Quarter 2/2017  
To : Managing Director  
The Stock Exchange of Thailand

Kuang Pei San Food Products Public Company Limited would like to clarify for Quarter 2/2017 based on the company financial statement. The main items were as followed:

<b>Unit : Million Baht</b>	<b>2017</b>	<b>2016</b>	<b>%Increased (Decreased)</b>
Total Revenues	321.05	350.25	(8.34)
Total Expenses	(302.29)	(335.59)	(9.92)
Finance Costs	(6.01)	(6.61)	(9.08)
Profit before Income Tax Expenses	12.75	8.06	58.19
Income Tax Expensed	(2.61)	(0.79)	230.38
Net Profit	10.14	7.27	39.48
Equity	131.72	(250.30)	152.63

The Profit for Quarter 2/2017 was 10.14 million baht, while in Quarter 2/2016 net Profit was 7.27 million baht. increased 39.48% and equity for Quarter 2/2017 was 131.72 million baht related to Quarter 2/2016 was (250.30) million baht to be increased 152.63% the reason are

#### **Operating results**

- The Company realized 321.05 million baht for revenue from canned seafood products and food services and others in the Quarter 2/2017 which compared to revenue of Quarter 2/2016 was 350.25 million baht decrease by 29.2 million baht or (8.34%) Because we have long holidays in April so sale representative cannot work on the job. While the cost of and sales and services was 229.92 million baht in Quarter 2/2017 compare to cost of sales and services was 257.62 million baht in Quarter 2/2016 decreased by 27.7 million baht or (10.75%) because the cost of sales and services were decreased by the same direction of the revenue. The sales expenses amount 36.22 million baht in Quarter 2/2017 compared to Quarter 2/2016 amount 37.18 million baht or decrease by 0.96 million baht (2.50%) and the administrative expenses amount 36.15 million baht in Quarter 2/2017 compare to Quarter 2/2016 amount 40.79 million baht or decrease 4.64 million baht (12.84%) because selling and administrative expenditures in this quarter were decreased while the revenue was higher than the same quarter in last year. The net profit in Quarter 2/2017 was 10.14 million baht.

**Balance Sheet**

- Total assets at June 30, 2017 was 766.66 million baht compared to December 31, 2016 which was 811.33 million baht. Because of decreasing of Trade receivables and Inventories.
- Total liabilities at June 30, 2017 was 634.94 million baht compared to December 31, 2016 which was 705.83 million baht because of the company start to pay for restructuring and Trade Payables.
- Total Shareholders' Equity at June 30, 2017 was 131.72 million baht which was increased by 26.21 million baht compare to December 31, 2016 which was 105.51 million baht. Because of the net profit of this quarter.

Please be inform accordingly.

Your sincerely,

(Mr.Taweesak Naraipratan)  
Chief Operating Officer